

FORSYTH TOBACCO PRODUCTS PRICING
For Contracted Direct Accounts

7/1/96

List \$9.19

Terms (3.25%) .30

E. F. T. (1/2%) * .03

Off-Invoice 2.30

Net Invoice \$6.56

Alliance Accrual ** .30

Net Price \$6.26

Optional:

Share of Category *** .25
(paid semi-annually)

Dead Net Price \$6.01

* E.F.T. available to qualifying customers

** Alliance Program - Marketing Program (coupons, etc.)

*** One (1) cent per SOC up to 25 cents

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